

## Message Text

UNCLASSIFIED

PAGE 01 LAGOS 12790 050941Z

ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 CCO-00 PASO-00 /019 W

-----089024 060522Z /12

R 041505Z NOV 77

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 4699

UNCLAS LAGOS 12790

E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: FLIGHT CALIBRATION NIGERIA

TO: O.S. WILLIAMS

GRUMMAN INTERNATIONAL INC.

BETHPAGE, NEW YORK 11714

1. OMISADE INFORMS ME THAT HE HAS BEEN MAKING STRENUOUS EFFORTS TO RENEW PROPOSAL SUBMITTED BY PAGE GULFSTREAM FOR THE NIGERIAN FLIGHT CALIBRATION PROJECT. MINISTRY CIVIL AVIATION NOW REQUESTING YOU TO SUBMIT ANOTHER PROPOSAL FOR CONTRACTOR FINANCING USING YOUR ORIGINAL PRICE AS THE BASE FIGURE. ALL OTHER BIDDERS ARE BEING REQUESTD TO DO LIKEWISE.

2. ALTHOUGH GRUMMAN IS MAJOR SUPPLIER OF EQUIPMENT IN THE PROJECT, IT IS PAGE GULFSTREAM WHICH HAS TAKEN THE PRIME POSITION IN THE PROPOSAL. REQUEST REFLECTS PRESENT FINANCIAL CONSTRAINTS IN NIGERIA. PRICE APPEARS TO BE MAJOR DETERMINING FACTOR. THE LOWER YOUR QUOTATION THE BETTER THE CHANCES OF SUCCESS. FINANCING MIGHT BE ARRANGED THROUGH EXIM BANK.

3. PLEASE INFORM OMISADE ASAP WHETHER YOU CAN CO-ORDINATE ARRANGEMENTS

WITH PAGE GULFSTREAM AND SIERRA RESEARCH AND PRESENT JOINT PACKAGE PROPOSAL. REGARDS.

CAHILL.R

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AMEMBASSY LAGOS.

EASUM

NOTE BY OC/T: PASSED ABOVE ADDEE.

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition Remarks:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**TAGS:** BEXP, NI  
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**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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22 May 2009  
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